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                    IN THE UNITED STATES DISTRICT COURT
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                       FOR THE DISTRICT OF NEW JERSEY
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                                               : Civil No.
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      N.V.E., INC.
                                                   06-cv-5455-MCA
                         Plaintiff,
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                                                   TRANSCRIPT OF
                                               : HEARING ON MOTIONS
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                      v.
      JESUS J. PALMERONI, a/k/a JOSEPH
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      PALMERONI, VINCENT ROSARBO, NATIONAL
      RETAIL CONSULTING GROUP, INC., AMERICAN :
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      WHOLESALE DISTRIBUTION, INC., GLOBAL
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      MARKETING & SALES GROUP, LLC, and
      VAR CONSULTING, INC.,
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                        Defendants.
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                                               Newark, New Jersey
                                               January 23, 2020
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      BEFORE:
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               THE HON. MADELINE COX ARLEO, U.S.D.J.
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                                          Reported by:
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                                          CHARLES P. McGUIRE, C.C.R.
                                          Official Court Reporter
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      Proceedings recorded by mechanical stenography; transcript
      produced by computer-aided transcription.
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1	THE COURT CLERK: All rise.
2	THE COURT: All right. Good afternoon, everyone.
3	MR. SAMARO: Good afternoon, Your Honor.
4	THE COURT: Okay. We're here for N.V.E. v.
5	Palmeroni.
6	Could I have appearances, please?
7	MR. SAMARO: Good afternoon, Your Honor.
8	Samuel J. Samaro of the law firm of Pashman Stein
9	Walder Hayden on behalf of N.V.E.
10	THE COURT: Okay.
11	MR. BOYAN: James Boyan of Pashman Stein Walder
12	Hayden, also on behalf of N.V.E.
13	THE COURT: Okay.
14	MR. PALMERONI: Jesus Palmeroni, pro se.
15	THE COURT: Okay.
16	MR. ROSARBO: Vincent Rosarbo, also pro se.
17	THE COURT: All right. Everyone, have a seat.
18	All right. So, what I wanted to do was go through
19	these in limine motions and make sure everyone was ready to
20	go forward with the trial.
21	I know that one of is it Mr. Rosarbo who has
22	the issue?
23	MR. ROSARBO: Yes, Your Honor.
24	THE COURT: Okay. So, tell me. I know you wrote
25	me a letter that you have an issue with your brother. I'm

1 very sorry for his situation and will certainly accommodate 2 you in a reasonable way. 3 Could you give me any update as to his status in your need to be with him? You can stand. MR. ROSARBO: Excuse me, Your Honor, I'm sorry. 6 Well, he was initially diagnosed with stage four 7 small cell lung cancer, which is an aggressive lung cancer, 9 and it has spread since then into his bones and his brain 10 and also into his liver. 11 What they have done is, the protocol is to give 12 him a series of radiation treatments, followed by chemo treatments, and then re-evaluate and then see if they took, 13 or if it's a choice of putting him into a -- we call it a 14 15 hospice, that just makes him comfortable until his life 16 passes on. 17 My reasons for all this is, I'm the only person that he has to deal with. My mother, father, and sister 18 19 both passed. I'm his legal guardian. THE COURT: Does he have any children, or a wife? 20 MR. ROSARBO: 21 No. THE COURT: Partner? 22 MR. ROSARBO: He's been autistic from birth, so he 23 doesn't understand quite a few things. He's lost quite a 24 bit of weight. 25

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                THE COURT: Who did he live with before this all
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      happened?
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                MR. ROSARBO: He lived with himself. He was
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      self-sufficient as far as taking the bus, cooking for
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      himself, cleaning.
                THE COURT: Did he work? Did he have a job?
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                MR. ROSARBO: No. No. He can't. He's on Social
      Security disability.
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                THE COURT: Okay.
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                MR. ROSARBO: He's on state grants. So I took
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      care of the bills. But he had no problem, other than what
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      just happened.
                THE COURT: And no children, I take it.
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                MR. ROSARBO: No, none. And he's lost quite a bit
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      of weight. I go and see him one or two times a day. I feed
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      him.
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                THE COURT: Is he in a nursing home or a hospital?
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                MR. ROSARBO: No, he's in the hospital right now.
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                He knows he's sick. I don't think he understands
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      the graveness of it. That's all on the doctors and us.
                And what I'm trying to say is that at this point
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      in time, I'm stuck in the situation that if I have to make a
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      choice, I can't leave him and make the choice to do what I
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      have to do here. I won't be able to do both at the same
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      time.
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6 1 THE COURT: When did they start his treatment? 2 MR. ROSARBO: Oh, he's been in the hospital a They started his treatment two weeks ago as far as 3 month. radiation's concerned. He has to build up another week or so to even attempt chemo. Today, I was supposed to have a family meeting. 6 It was canceled till tomorrow. I had to come here. THE COURT: Got it. 8 9 MR. ROSARBO: And I'll get a bigger update then. But what I'm trying to say is, the reason why I 10 11 put in the extension for that time frame is, I'll definitely 12 know one way or the other whether it has taken, slowed it down, or nothing has happened, and I'll have a choice to 13 make at that point. I can't make that choice now. 14 15 THE COURT: I'll hear from Plaintiff's counsel. What I'm thinking about doing, certainly if you're 16 17 the primary caretaker for a special-needs family member who 18 has no one else and is in the last stages of life, I'm not 19 going to start the trial until --20 MR. ROSARBO: Thank you, Your Honor. THE COURT: -- that issue is concluded. 21 But I'd like to set a trial date, perhaps in 22 March, and if you're still involved with your brother in 23 March, we'll have a telephone call in February, and you can 24 send us an update letter before then, or call my chambers, 25

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or send a letter would even be better because then we could send it to everyone, I could have it e-filed, and if he still needs your guidance and care, then I could kick it again after that, based on what you tell me. So we can even set it down for a telephone call so you can have a number to call in at the end of February, and we'll keep it in March, for a lot of reasons. Number one, I think it's the right thing to do in a civil matter that's old as it is, and, number two, I wouldn't want to start and then halfway through a trial have to declare a mistrial because you tell me he passed away or he got worse and you have to be with him and you have to do funeral arrangements, and then we have a situation where I have to declare a mistrial, and then Mr. Occhifinto, his counsel, Mr. Palmeroni, we'll all have to start over again, and that's not fair, either, and the Court wastes its time.

So, I'll pick a firm date and I will do it as firmly as we can under the circumstances, and we'll just see how it goes from here.

MR. ROSARBO: Thank you, Your Honor.

THE COURT: But what I'd like to do is go through these motions, have everything ready, and make sure that we know we need witnesses ready and what the parameters of the trial are. Okay?

Anything you want to add, Mr. Samaro?

9 1 THE COURT CLERK: Three o'clock. 2 THE COURT: Let's do four in case I want to put 3 something in in the afternoon. 4 March 10th at 4 p.m. I'm going to ask if Mr. Samaro could initiate the 5 call. 6 MR. SAMARO: Will do, Your Honor. 7 THE COURT: And before you leave, we have a 8 9 sign-in sheet; I'll make you a copy. Are the phone numbers 10 of Mr. Palmeroni and Mr. Rosarbo provided? Are they cell 11 phones? 12 MR. ROSARBO: Yes, Your Honor. THE COURT: Okay. So, what we'll do is, put in 13 your calendar March 10th at four o'clock, so you won't have 14 15 to come into Newark again. Mr. Samaro will initiate a 16 telephone call. He will give you a call. I'll give him a 17 copy of the sheet, or he'll just call you in, and then we'll 18 have a telephone call for the sole purpose of finalizing the 19 trial date, whether it goes forward on the 24th or whether 20 we need a further adjournment, so then Mr. Samaro has finality and understanding before he goes on vacation. 21 22 Okay? MR. ROSARBO: Thank you, Your Honor. 23 THE COURT: All right. 24 So, there is a number of motions that have been 25

filed, and we'll go through them in order.

I want to begin with the motion to reconsider the ruling of the prior District Court judge on the issue of the adverse inference, and I read the papers, and I understand the issues.

I will tell you what I'm going to do first, and then I'm going tell you why.

This case has a long history, it has an '06 docket, and I got involved in this case I guess in '15, having gone through the motions to dismiss, summary judgment, lots of discovery.

But there were rulings made back in I think it was 2010 by a different District Court judge on the issue of spoliation of evidence that appears to stem from the failure to preserve some electronic discovery in the possession of N.V.E.

The prior judge found that there was spoliation based on gross negligence, and that gross negligence finding was predicated, in part, on not having a litigation hold in place back in '06, I guess it was, at the time that they were on notice of this potential litigation.

Since that time, in '15, the law has changed. The rule speaks now to, spoliation, adverse inferences should only be given where there's intentional conduct, not any form of negligence, and the comments by Chief Judge Roberts

give some latitude for courts to provide that inference or to decide whether or not to apply the new heightened standard for cases that had not been decided -- strike that -- where the conduct occurred before the new evidence ruling, and gave a fair amount of discretion to the District Court in whether to apply it retroactively or not. I think the comment says that the rule change takes effect on December 1, 2015, and "shall govern all proceedings in civil cases thereafter commenced, and, insofar as just and practical, all proceedings then pending."

What makes this case a little bit different is that the issue is raised and resolved before the rule change, and the Plaintiff did not ask the Court to reconsider it until the motions that were filed in December of 2019, and I'm also mindful that the opponents to this motion are pro ses.

So here's what I'm inclined to do, and I am inclined to carry the motion until the close of the evidence so I have a better sense of whether these documents that were allegedly destroyed, or not preserved, I should say, go to damages, whether they go to liability, whether it makes sense, having heard all the evidence and understanding the importance of those documents in context, whether I should revisit that ruling.

MR. SAMARO: May I, Your Honor?

THE COURT: Sure.

MR. SAMARO: That sounds fine to me. The problem there, I think, is that if Your Honor were of a mind to simply deny the motion, then in our case-in-chief, we would have witnesses on this question, because the jury is left with the --

THE COURT: Well, tell me what the documents are that are at issue.

MR. SAMARO: Well, so that's the thing: It's never been clear, to Your Honor.

THE COURT: To me, either. So that's why -- it's hard to give an adverse inference -- I don't even know -- all I know, from what I read of the District Court's opinion, is that there were some electronic documents that were not preserved after a litigation hold. That's all I know. So, I wouldn't even know: Does it go to their defenses to damages -- because it's the Defendants that are claiming litigation hold -- or defenses to liability?

MR. SAMARO: So, Your Honor, the case is filed in '06. The parties begin discovery, including document discovery, around 2007.

Earling Jensen is here today. He is the in-house guy -- not a lawyer, but he is the CFO who, with my guidance and instructions and the guidance and instructions of an in-house lawyer, is gathering the documents that are

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-- and it has to do with electronically stored

THE COURT: Because, in looking at the rule change

information --

MR. SAMARO: Right.

THE COURT: -- was this electronically stored information?

MR. SAMARO: It was, Your Honor. It was stored on a system. It was called the Mac system. So it was both stored on that computer system, and every single piece of paper as far as we knew was also stored in paper form in a file.

And so what winds up happening is, in 2005 into 2006, they convert to a new computer program. So the old system was called the Mac system, and the new system was called something else -- which my colleague can help me with, if necessary -- the MAF 200.

So, apparently, this Mac thing is -- the Mac system is a really old computer program that over time -- and we've had it ever since. It was never -- all of the documents were stored on that thing, it was never destroyed. But, years later, when all of this came up, we couldn't find anybody who could actually go into the system and reproduce the documents stored there. Nobody denies that -- we didn't throw that thing out. We just can't -- it's -- whatever, it's so old that nobody -- we would have to spend a lot of money to do it. They tried to find a couple of people who could do it; they could not. It was offered to them to do,

go down to supervise the collection of these documents, but, frankly, there was in-house counsel. In those days -- we do it now, but in those days, this was not something that was done routinely.

And so there is no -- as far as we know,
everything that was responsive to the requests at that time
was preserved and produced, and no one has ever pointed to a
document --

THE COURT: At that time, it was the kickback scheme that was --

MR. SAMARO: That's right, Your Honor.

THE COURT: So, from what I understand about the distribution scheme, it would seem that the documents that support the distribution scheme would be uniquely in the possession of the Defendants, not in the possession of --

MR. SAMARO: True, and -- well, right, and -- well, so what they were doing would be in their possession. We would have had more of the invoicing and so on, which would have helped us greatly with damages. I mean, we had to revise our damage theory because we didn't have some of those records, and again, it's because we didn't know anything about this until after 2009.

So whatever was responsive was found and produced, and no one has ever established otherwise.

And so what we will need to do is, I'll have to

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THE COURT: So you knew what kind of documents

were stored.

MR. PALMERONI: Absolutely.

THE COURT: You got a lot of documents that were produced in paper form. Tell me what documents you were unable to obtain as a result of the documents not being preserved and stuck in the Mac computer system.

MR. PALMERONI: Absolutely, Your Honor.

First of all, being there seven years, I'd like to weigh in on exactly how these documents were produced in the first place, because that's important.

When an order would come in -- I'm going to speed through it. When an order would come in, there would be paper copies, and they would be inputted into the Mac system. The Mac system had holds throughout it where things had to be approved all the way to accounting. Nothing could be released down to shipping. It was supposedly state of the art at the time.

Because Mr. Occhifinto did not believe in computers, he made sure that everything was in triplicate on paper copy, both upstairs, outside of my office in the secretarial pool, as well as downstairs in shipping, far, far away, you know, a quarter mile away. They had to have it in triplicate.

What was contained in there was all of the shipments that we're talking about in the time that they

brought this case; the pricing, which goes to the heart of this case, goes to the heart of the case as far as the so-called distribution scheme.

THE COURT: Let me stop you for a minute.

The wrongful conduct, the alleged wrongful conduct that is the subject of the complaint with respect to the distribution scheme; when did it go from? What's your case from, Mr. Samaro? What year to what year?

MR. SAMARO: So the case is from 2000 on, Your Honor.

THE COURT: Till when?

MR. SAMARO: To 2006, right? 2006?

THE COURT: Okay. All right. So -- and I'm going to get right back to Mr. Palmeroni. What if any shipment records and pricing records were produced for 2000 to 2006?

MR. SAMARO: So we're missing pricing records from that period of time because, again, these were not the documents that were relevant until 2011, when we amended the complaint, when we had figured out this distribution scheme. At the time that we were producing documents and Mr. Jensen was looking for documents, these were not issues in the case. We never thought that they would be issues. We served a lot of subpoenas on banks, and that's how we were able to reconstruct the other part of this fraud, but we didn't know it at the time, Judge.

THE COURT: How did you reconstruct the pricing?

In other words, isn't your whole case that the product was shipped through the European affiliate and purchased through them and then rerouted through this new company that they designed, and they sold it to your customers?

MR. SAMARO: It is, Your Honor. So, our damages theory is disgorgement. We can prove to the last nickel how much they made through this scheme.

THE COURT: How?

MR. ROSARBO: Because we have all of the tax records. We have all of the checks.

THE COURT: Whose tax records?

MR. SAMARO: Theirs, the tax records for them individually, the tax records for their company.

See, they ran all of this through companies, and then formed these companies on the side that collected the checks from the sales of this product. And we've taken their depositions. Every nickel that they made through those companies was by selling this diverted product. And so we know exactly what their profit was, and that's all we're asking for. If we had those records, we would be asking for lost profit, which would be the amount we would have sold the products for, but we can't because we don't have those records. We know -- you know, we have approximately --

THE COURT: And that would be higher.

MR. SAMARO: That would be much higher. It would be double what we're able to establish now.

THE COURT: Okay. Go ahead, Mr. Palmeroni.

MR. PALMERONI: Okay.

As Mr. Samaro just so succinctly stated, all of the records for pricing and billing at that time are missing, so they constructed a very convenient theory. What the Court may not be aware of as Your Honor was not on the case at that time is, they first made an amended complaint that all of this product was stolen and counterfeited. When my attorneys, who could not get ahold of Mr. Rosarbo, finally got ahold of records that were turned over from Mr. Rosarbo and then put into evidence by Mr. Samaro, we found over \$12 million in cash payments that were made directly from Mr. Rosarbo to N.V.E.

At that time, we said, we need to -- we're going to go for court sanctions here. You're saying these things were stolen and et cetera, stolen and counterfeited. We need to pull that amended complaint, which they did, and then came back with the theory that they were wrong in a way that things were sold below.

If Your Honor would, I have a memorandum that I just discovered -- well, that was given to me that outlines the different pricing that was occurring, and this is from

another employee at N.V.E. writing something to Mr. Occhifinto and myself about the disparate pricing all over the place.

They claim that these things were being sold at this crazy price. What they don't tell you is that Ephedra was the main product. Ephedra was about to be outlawed. Mr. Occhifinto has been called in front of Congress to testify, as well as other large companies that were marketing this, and, although no one knew the hour of the day -- the hour or the day that this would happen, it was imminent, and it did happen. And anybody that knew, as Mr. Occhifinto did, the president of N.V.E., because he had been through something similar before, anybody that was involved in this knew that when the Feds came down, the Federal Government came down and said this would no longer be sold, you were going to be stuck with it, okay? Zero. Nothing.

He had tens of millions of doses, of raw product doses in his warehouse. He was selling it at any price because our economies of scale were different than any other company. We were vertically integrated. We were making the stuff basically for free. All of our competitors were having another company make it for them. Okay? The profit margins were in the thousands of percents. Okay?

This memo, if I can give it to the Court -- I've

already given Mr. Samaro a copy, and Mr. Rosarbo has a copy -- outlined that things were being sold at all different prices. Because no one knew the hour or the day, we shipped to a lot of people. We shipped to GNC, we shipped to Rite-Aid, we shipped to a lot of jobbers, and over 100,000 convenience stores -- I'm sorry, 80,000 convenience stores. If we shipped Ephedra product to GNC, at least, we were averaging about \$12 million a year in sales, okay, and the law came down, which eventually it did, we would have to refund all that money. Okay?

So what was happening in the background with Mr. Occhifinto and Mr. Rosarbo is, this product was being sold for cash at a large profit. N.V.E. didn't lose money, they made money. In the end, when the law came down, both Mr. Occhifinto and the companies that Mr. Rosarbo ran were caught with product. But they took the risk, they rolled the dice, and they made millions before that happened.

All the records are destroyed that show that pricing was all over the place. You could come in with a suitcase of cash and get it at half price. Why? Because you had the cash, okay?

She outlines here, the person that was on our sales team outlines here in the memo where she says, we're doing deals all over the place because this guy's been with us so long, this guy's -- that goes directly to the heart of

their case.

They're saying this stuff sold at this price, and we never wavered. That's not true. It's not close to true.

THE COURT: Are you going to have witnesses at trial that are going to speak to that?

MR. PALMERONI: We have myself, we have Mr. Rosarbo. We have -- I mean, we have this memo here.

THE COURT: So let me understand.

MR. PALMERONI: Yes.

THE COURT: Let me just put it in context.

Let me understand. Give me an example with real numbers, Mr. Samaro. So, all the products that were part of this distribution scheme were Ephedra products?

MR. SAMARO: Until later on -- so the brand name is Stacker 2, and for most of this history, they are Ephedra products. In 2004, Ephedra is banned, and then this distribution scheme continues with the Ephedra-free version of the product.

THE COURT: Got it. So do you dispute that there was all different pricing policies for Stacker 2 products with the Ephedra?

MR. SAMARO: The way it's described here, we certainly do.

So, the most popular format for this product was the 20-count bottle, and for the most part, as far as we can

THE COURT: Let me just understand. The scheme is that an existing client of N.V.E. wants a bottle, one bottle of Stacker 2, so they buy it at the European price, resell it at the U.S. price, and take the difference?

MR. SAMARO: Yes, and --

THE COURT: And were those existing clients or new clients?

MR. SAMARO: Everyone -- as far as I can tell,
Your Honor, everyone was an existing client.

Not only that. Mr. Palmeroni is in charge of sales, right? So he's in charge of making these deals to sell N.V.E. product. He is the one diverting it. You know, they hire a warehouse. They have the stuff delivered to this warehouse. It was bought in the name of an existing European client, and then he would sell it to the very customers that he was working with for us, for N.V.E. So he could decide, he could -- he was undercutting our prices substantially, which, as Mr. Rosarbo said in his deposition, is the only reason this scam worked, and it worked because there was such a disparity.

THE COURT: But Defendants don't deny that you were doing this.

MR. PALMERONI: Your Honor, I've spoken to this since the beginning, since my first interrogatories.

I was approached by Mr. Rosarbo, who had been in

prison with Mr. Occhifinto, about selling some product that was going to be seconds, mislabeled. This happened daily at N.V.E. We didn't have trained personnel there, and when sales went from one million a year to 80 million a year, it was a mess.

Most of my time was spent on the road. I was on the road a minimum of --

THE COURT: So, in other words, is your defense that Mr. Occhifinto was complicit in this scheme?

MR. SAMARO: Yes. Well, I don't know exactly the terminology, if that's the right terminology. He was making money with Mr. Rosarbo.

THE COURT: Did he know you were doing this? Did he know that you had existing customers, and instead of selling it for the going rate -- whether or not

Mr. Occhifinto as president sold it for 2.75 or 2.25 or, you know, a dollar-ninety, that's, you know, that's whatever -- you know, businesses do what they want to do to get rid of their product and cut their own profit. But that's markedly different than saying, I'm going to take an existing client, I'm going to buy it at the European price, and then I'm going to resell it to the same clients and pocket the difference, because, if that's it, Mr. Occhifinto wouldn't be necessarily involved in that, because he could have just sold it for a dollar-thirty from his own warehouse. He

wouldn't have had to have a second company that sounded very close to the name of the European international company.

MR. PALMERONI: Your Honor, they admit that they don't have the records for --

THE COURT: No, I'm not asking about the records.

But their theory is -- they had the records from the international company?

MR. SAMARO: No, they don't. No.

THE COURT: They had none of those records, either?

MR. SAMARO: No, Your Honor.

MR. PALMERONI: No, and Judge Salas speaks to it.

They don't have the records for what they supposedly sold it to Europe for. They don't have the records for -- and the reason I say Mr. Rosarbo is because he was the operator of the company day-to-day. My end was --

THE COURT: There are no records at all, even from clients? You couldn't reconstruct any records? Was there a consistent price? You said a dollar-thirty?

MR. SAMARO: There are some records, Judge, on this, but -- there are some records. What we have are the checks. We have the very checks from our clients, the distributors of this product, to their company, right? They had this company, American Wholesale Distributors, that was selling our product at this reduced rate. We have those

checks. That profit, whatever they were sold for, all of that profit was because they were running this side business, diverting our product.

THE COURT: Have they admitted that? What did they say under oath when they were asked about -- the money that was in these companies, whose money was it?

Mr. Rosarbo in his deposition admits to this whole scheme.

Chapter and verse, everything I've just said, he admits to.

MR. SAMARO: So, it's very interesting.

Mr. Palmeroni, on the other hand, says -- and they got millions of dollars. We have them getting millions of dollars for this. Mr. Palmeroni says, I had no idea what Vinnie was doing, I was just collecting these checks.

Well --

THE COURT: All right. Well, whatever.

I'm inclined to stick with my initial ruling,

which is, I'm going to hold on it, for this reason.

So, let me just finish up on this point.

It's a big issue. It's not a minor issue in the case; it's a substantial issue as to any of the pricing documents. I'm not sure it's going to be relevant, but we'll see how the trial unfolds.

And you can explain, which you'll have to explain anyway to the jury, that, you know, that some of the documents weren't preserved. I mean, you're going to have

to explain it. It's your choice; you don't have to explain it, and they may get an adverse inference. You may reference it, and you can decide.

But right now, right now, the ruling of the

District Court is that -- to get an adverse inference at the

jury charge. I will reconsider that ruling at the end of

the close of evidence, for these reasons, why I'm not doing

it right now. One, I'm not really sure what the relevance

of the documents are. Number two, so much time has passed.

You knew about this rule change in 2015, and no one made

this application to me.

MR. SAMARO: So, Your Honor, we --

THE COURT: So let me just finish why, and this really goes to what makes it different than any of the other cases, where, you know, post-'15, a ruling is made by the Court applying this conduct from '14. That's what Chief Judge Roberts's ruling, notes meant to address.

But, for example, there is the Mac or whatever it's called --

MR. PALMERONI: The Mac system, Your Honor.

THE COURT: -- the Mac system, that can't be unlocked other than at great expense. And if you had made this motion, rather than making it -- literally, the papers are filed December 23rd of 2019, maybe that would put them on notice to get the documents from other sources, spend the

money on an expert. Maybe you would have considered it if I had denied it.

But to make that ruling now when they have relied on this somehow in some of their defense that they don't have the documents, we didn't do anything wrong, I can't really tell that at this point.

So, you know, what makes it a little different, without hearing all the evidence, I'm not convinced that it would be fair to the Defendants to change that ruling literally on the eve of trial when we've known about the change in law for five years.

MR. SAMARO: Can I just say, Your Honor --

THE COURT: Sure.

MR. SAMARO: So Judge Salas's ruling was based upon the Judge Scheindlin opinion from Manhattan, from the Southern District, and that case, not long after Judge Salas made her ruling, was overruled by the 2nd Circuit in another case, and then that logic was adopted by the 3rd Circuit in yet another case. And so we brought a motion for reconsideration to Judge Salas, pointing out that the state of the law at that time --

THE COURT: Pre-'15? Pre-'15?

MR. SAMARO: What's that?

THE COURT: Pre-rule change.

MR. SAMARO: Yes. Well, because, in our view, and

I think this is right, the law had already changed.

THE COURT: I hear you. I appreciate that.

MR. SAMARO: It had already changed in this district, and so that's why we caught that.

So I don't know how many reconsideration motions we're going to file, but now we find ourselves on the eve of trial with, you're right --

THE COURT: I hear you. But I'll tell you -- I hear you, and I appreciate that, and that's another factor. But when the rule was changed, the Supreme Court of the United States said that "It shall take effect on 2015 and shall govern in all civil proceedings thereafter commenced, and, insofar as just and practical, all proceedings then pending."

So he really gave an opening to say, reconsider it even if it's pending.

This had already been decided, but I think it fairly falls with impending, because there had not been an adverse inference given yet at trial.

So, what I'm saying is -- I'm not faulting you,
Mr. Samaro, at all. I'm just saying it becomes difficult
when a ruling was made by a judge 10 years ago, the rule
changed five years later. Unlike other cases, the documents
are locked away in this old computer, and then on the eve of
trial, 10 years later, we're changing the ruling. I hear

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33 you. And the Defendants are pro ses, and the documents are locked away. I feel like that "Saturday Night Live" skit with Al Gore, when he says, it's in a lockbox: It's in a lockbox somewhere, and we can't access the documents. MR. SAMARO: I'd just like to say one other thing for the record. So, before the last trial date -- we have been at the pretrial, post-pretrial stage for three years, and in early iterations of the pretrial -- well, one, we filed a motion for reconsideration then, some years ago, and it's always been in our pretrial order that we intended to do That's been out there for three years. THE COURT: So noted. MR. SAMARO: Thank you, Judge. MR. PALMERONI: Your Honor, I mean, Mr. Samaro has had a lot of time and a lot of legal training to talk about this, but --THE COURT: You're doing okay. MR. PALMERONI: Judge Salas looked into this She had oral arguments that went on for hours. admonished the other side for not being prepared, for not bringing certain people that they said they were --THE COURT: Counsel -- sir, let me state, I don't need argument on that.

MR. PALMERONI: Okay. That's fine.

appropriate under the law. She followed the directive of the Southern District of New York. The only reason we're having this argument is because the 3rd Circuit and the Supreme Court of the United States now have a different standard. If this issue was before me now, you would not have an adverse inference.

MR. PALMERONI: Okay.

THE COURT: You would not have one because the law is very clear that it has to be intentional, with the intent to deprive the other party of the information used in the litigation.

MR. PALMERONI: And that's what I want to speak to, Your Honor, and I'll be very quick.

I know you don't want to hear what Judge Salas said, but it says: "As a result, Mr. Palmeroni is prejudiced as to both defend the claims against him and prosecute his counterclaims. Whether or not the law has changed -- " --

THE COURT: The counterclaims are gone.

MR. PALMERONI: I understand that. I'm just reading what she said. I was prejudiced by it. Okay?

THE COURT: You're not prejudiced by the counterclaims because I've dismissed the counterclaim. So there's no prejudice.

MR. PALMERONI: No, no. She said both. I'm sorry to -- I'm just reading the full sentence. I didn't want to cut it off.

"As a result, Mr. Palmeroni is prejudiced in his efforts to both defend the claims against him..." I'll just stop there.

THE COURT: I hear you. I hear you.

MR. PALMERONI: And the standard at the time -- I need to speak to this, because we can whitewash all we want and say, well, they didn't do it on purpose, there wasn't a litigation hold. When I arrived at N.V.E. in 1999, Mr. Samaro was already counsel for N.V.E. He prepped me for deposition. They had been in litigation from years before I left to years after. To say there was no litigation hold or they didn't -- I think we would have -- we would have gone after that in court, but what Judge Salas said was, because there was gross negligence, she didn't have to go there.

But they had been marked for spoliation in a Michigan case that ran at the same time as this. They were in a New Jersey case against the State of New Jersey where evidence was -- disappeared. It's a pattern, Your Honor, because, I was showing -- they were in bankruptcy when they brought this. They hid it from the Bankruptcy Court. I was not wanting to partake in bankruptcy fraud. I was -- and I admitted from the beginning -- I was picking up money in

suitcases at Mr. Occhifinto's private plane for his product, okay? Once it went into bankruptcy, I don't know where the money goes. He can claim it, he cannot claim it. That's not on me. Once we went into bankruptcy, I refused to do it. The records show clearly, and that's why they were destroyed after my counterclaim was brought and after my defense on this was brought, they were destroyed or not destroyed, and it happens that everything was destroyed. They would send out the product, and I described it before any of this. My story has never changed; theirs has, quite a few times, but mine's never changed. They — that accounting system, when we would send something out for \$250,000, okay, and I have to go pick up the cash, it would say zero. The invoice would say zero. Shipping would send it out. Mr. Occhifinto would initial it.

THE COURT: So here's the theory -- and I'll get to the other motions later.

And let me just tell you, because you're not a lawyer, and you're going to abide by my rulings. And this is the most important ruling. Listen to it carefully. If you try to say something that's contrary to my rulings, you will be shut down immediately, and the jury will understand that you were shut down immediately. In other words, this is not -- and we'll get to these later -- this is not going to be -- this case will be decided on the facts about this

case.

So, you talk about money and cash and midnight and bags and all this stuff. That is not what this case is about. This case --

MR. PALMERONI: It's about money, Your Honor.

THE COURT: This case is about their theory that you and Mr. Rosarbo had a scheme where you purchased the product with a European company and you routed it back to your company, and then that company sold it to the distributors, and you pocketed the difference. That's their theory.

that in the U.S. company that Mr. Occhifinto sold product at lower costs. He might have even sold it in cash. There's nothing wrong with selling things and taking cash if all the other requirements about cash are complied with. He could sell his own U.S. product. This case is not about, he sold deep discounts to U.S. companies. What it's about is that you set up a company, you and Rosarbo, and you bought product through the European company and then sent it back through a company you set up with a very similar name, and from that company, you sold product to the existing customers.

The pricing is important in understanding what you would have been selling to those customers as, and that's

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one thing to say how much -- so there's all different ways to calculate damages, and one of the ways is to say -- and the Plaintiff can request whatever damages he wants. I mean, he is the master of his own complaint. He can say, I want lost profits. I want the difference between -- if I had all my invoices and I would have been selling to all these folks at 2.75 a bottle, and I lost the profit on that -- and I lost, you know, all the profit on that sale at the 2.75, that would be one measure of damages. Another measure of damages could be, I want whatever profit you made from this scheme if the jury is satisfied that it satisfied the elements of fraud. And I could get disgorged from you whatever money you got, even, theoretically, if you sold it for less than what they were selling in the U.S., then -- or even less than the -- well, it would never be less than a dollar-thirty, but even less than what we were selling in the U. S., you still profited by a scheme that cut N.V.E. out of the loop, and the profit went right from the European to you.

MR. PALMERONI: There's no proof of what was sold, Your Honor.

THE COURT: But listen. Listen.

MR. PALMERONI: There's no proof. A lot of that product was seconds, it was mislabeled, sometimes went to Europe, sometimes went in --

THE COURT: But, counsel, listen. Listen to me.

MR. PALMERONI: I'm sorry.

THE COURT: That's your defense. Your defense is, we sold what? You sold old product, expired product; none of your product was good product. You had a company -- like, Mr. Rosarbo at his deposition confirmed the whole scheme. He said, we set up a company with the same name and we used it to buy product from the international company and route it through and then send it to the other folks.

Now, if you're going to say that wasn't the scheme, the scheme was, we had this company to sell independently seconds and reject products to customers, you still sold product to customers who were customers of N.V.E. and deprived them of the ability to sell their own good product to them.

So, you can say that, and the jury can evaluate all that. The narrow issue before me is, should the jury be given an adverse inference, meaning, should they be instructed as a matter of law that the destruction of documents warrant, I don't know, some kind of instruction that they could consider that in arriving at damages? I mean, I've got to think about, Judge Salas did not articulate what the adverse inference would be. What that would be would really be -- whether it goes to liability or damages would be for me to see as the evidence goes through

at trial.

So here's why we're going to stop talking about this issue right now: I'm reserving on it. Right now, you have an adverse inference. We don't know what that adverse inference will be. The Plaintiff has said, given the change in the law, that should be vacated, and I am going to hold that motion until at least the close of Plaintiff's case, probably the close of all the evidence, and I'll decide at that point whether I should give the inference, because that's all that matters is this narrow issue of, in addition to a big stack of jury instructions, should they be given an adverse inference charge as well.

So, that is something -- right now, it's the law of the case. I may consider it. I think I'm best to consider it to see whether it's appropriate then.

So I'm going to hold on that, and if I change my mind between now and when we start the trial, if I look at this more closely, you will be told, or for any reason. My only concern in letting it go until the end is that it's not fair to the Plaintiff and the Defendants, especially the Plaintiff, on how to affirmatively put in evidence of his case, what he's going to open on, whether that's going to be an issue. But I'm inclined to hold it until the end because I think that's appropriate.

So let's put that on hold, and you'll have another

THE COURT: Okay, and you never retained a new lawyer.

MR. PALMERONI: No one's willing to step in at this late date with all the paperwork for the kind of money -- I was in bankruptcy. I've been in bankruptcy, as Mr. Rosarbo was.

THE COURT: Okay.

MR. PALMERONI: So there wasn't any money really to -- but no one's interested, even -- I mean, it's just a really old case.

THE COURT: When you testify and he is deposed, he will, you know, when he's put on cross -- when he speaks, we'll have to talk about, during your case, you're going to be your own witness, and we're going to have to talk about a protocol for that.

MR. PALMERONI: Yes, ma'am. I wouldn't know how to do it at all anyway, so I would look to your guidance, obviously, Your Honor.

THE COURT: So we're going to talk about that,

Mr. Samaro, because he's going to be his own witness. Then

you're going to cross-examine him. I'm going to take a look

at that. It may be appropriate to have a list of questions

that he will ask himself or that will be asked. The Court

will ask them, or you can think of a protocol how we're

going to allow both -- the Defendants sound like they're the

just like he couldn't testify to hearsay at a trial and he couldn't testify -- he might have been asked hearsay questions -- if this rule is construed the way you suggest it is, it would be to get around all the hearsay rules.

MR. SAMARO: Your Honor, don't get me wrong: To the extent there's anything objectionable about the question and answer, then I wouldn't -- I'm not just going to use the whole transcript without going through it and segregating those aspects that I think are both useful to my case and admissible. To the extent it would be hearsay, then, of course, I couldn't use it.

THE COURT: So, I'm not convinced that that's the construction of (B). It would be, if he was present and testified in a court, and you cross-examined him, and at the end, you could read in parts of his deposition. Whether he's here or not, just like this rule says, we can only read in admissions or statements against interest. You couldn't read in everything.

So, just like if a party is present at trial, and he's here, at the end, the only thing you can read in is admissions.

MR. SAMARO: Your Honor, I've done it the other way before, and I am happy to provide --

THE COURT: It may be the same thing.

MR. SAMARO: Yes. I'm happy to provide a brief on

testify. So, I'm not going to tell you how to run your case, but you're going to do all these read-ins and not call his as a witness, as an adverse party?

MR. SAMARO: So what we -- probably not. I assume he will testify when it's his turn, and then I will cross-examine him then. What I have done before and what I'd like to do now is have somebody else take the stand -- not him, of course, an actor, who I will ask the question to, and he will respond to it so the jury will hear.

THE COURT: I'll decide that, that's ministerial, at the time. I'm not calling in actors. Normally, I have lawyers just read in the questions and answers. But we can reconsider that at the time you're going to do it.

MR. PALMERONI: Your Honor, as far as this procedure goes, it seems as if -- and I've obviously never done it before, but it seems as if we're still deciding how this is going to work as far as protocols.

THE COURT: No. Counsel --

MR. PALMERONI: I'm saying, for me being -- for me being on the stand, I mean. I mean, is that normally how it's done?

THE COURT: It's not normal that in civil cases -it's highly unusual that folks are pro se in civil cases,
especially of this magnitude. It's very rare.

MR. PALMERONI: Would I be able to have someone

narrative.

question me? It's a strange -- I don't know the dynamic --

THE COURT: No, there's a protocol that I'm going to take a look at. It wasn't given to me. I want

Mr. Samaro to submit something to me before our next

hearing. There may be a protocol where you will prepare the questions that you want asked. Maybe the Court will ask them, maybe you will ask them to yourself, I'm not sure, but it's going to be something along those lines. It's not going to be a free-flowing narrative of you up there just telling your story. There are going to be questions that you're going to have to prepare.

But I want to think about what that proper procedure is.

I don't know if Mr. Samaro has thought it through.

MR. SAMARO: Yes, I've seen it done that way, Your

Honor. I've seen judges just allow the witness to give a

I think a narrative is rough in this case.

THE COURT: I do, too, and that's why -- you could -- you know, I may ask you to give me a rough outline of questions in areas that you want to cover in your story, and either I'll ask them or I'll have you ask them to yourself. First, you know, I'm going to give some background -- like broad questions, and you can give a little narrative, but it's not going to be just, you get up there and say, ladies

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and gentlemen, I'm going to tell you my story. going to be that. It's going to be questions. Maybe I'll ask the questions. You can give them to me the day that you want to testify. Maybe you ask them to yourself. I'll take a look at what is the better practice, and that way -- and the reason why I would do that, so you know, is that there are Rules of Evidence that quide what witnesses can say at Either it's hearsay that's prohibited, but there are all kinds of exceptions to the hearsay rules. There are other Rules of Evidence. There are foundational questions. And although I will give you latitude because you're a pro se, if you're just given a completely free, open platform to tell your story, it would be unfair to me and to the jury and to Plaintiff's counsel that they wouldn't be able to object before something was said that might be inappropriate.

So, if you set up your questions, and I'll give you plenty of advance notice so you can think about what you want to tell the jury, and I'll finish up these motions in a minute. That way, either I'll ask the questions, or some neutral person, Amy or myself, or you will state the question, and then answer them, so we know what is coming, and you can -- you certainly don't have to tell us your answer, but -- for example, Mr. Samaro is going to want to cross-examine you. He's going to cross-examine you based on

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what you said and whether it's inconsistent with the prior testimony, and he's going to cross-examine you generally, and he's not going to be able to prepare his cross-examination if he doesn't have a sense of what the subject area -- what the questions are as you've asked them. So, I will let you know that protocol when we speak again in February. Okay? MR. PALMERONI: Thank you, Your Honor. THE COURT: And, since you asked: It is unusual. So that's the second. And then I want to go through the other motions. So there are a number of motions that were filed in limine by the folks representing N.V.E. And so let me just make an overall comment here, because I know I have a pro se. Trials are governed by evidence rules, and Rule 401 of the Federal Rules of Evidence provides that evidence is relevant if it tends to make a fact of consequence more probable or less probable.

And even if evidence is relevant, it may be excluded in my discretion if its probative value is substantially outweighed by danger of unfair prejudice, confusion of issues, misleading a jury, or by considerations of delay, waste of time, or needless presentation of cumulative evidence.

So that will govern my rulings here. And I'm mindful that this case is about an affirmative claim brought by the Plaintiff on a very narrow ground.

The final pretrial is the document that will govern the trial in this matter, and it's one that was entered into with everyone present, and signed by Judge Wettre.

And it sets forth -- you know, I don't have it with me, it's in my chambers, but I believe there are five causes of action, Mr. Samaro. What are the five causes of action that are in the complaint?

MR. SAMARO: Fraud -- so these are the ones that remain, Your Honor.

THE COURT: Okay.

MR. SAMARO: Fraud is Count 6. Fraud, deceit,

THE COURT: Is that the same thing?

MR. SAMARO: Yes, I think so.

THE COURT: Okay.

MR. SAMARO: It doesn't strike me as any different.

Interference with economic advantage, unlawful interference, Count 8; civil conspiracy, Count 9; and breach of duty of loyalty, Count 11.

THE COURT: Okay. And all of these stem from two

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things, the distribution scheme and the kickback scheme. And so those are the issues that are going to be relevant to the claims in this case, and why we talked earlier about the importance of any of these from the documentary evidence. So, there are a couple of issues that the Plaintiff has raised and has asked the Court to make an in limine ruling on some evidence, and I'm going to go through this in the order that it's set forth in the brief. I'll ask Mr. Rosarbo or Mr. Palmeroni if they have anything to add. The first issue is, the fact that Mr. Occhifinto had a child with another employee is not relevant. I agree with that. It is not relevant under 401. I'm inclined to rule it's not relevant under 401, or, even if it was, that it would be excluded under 403. Anything you want to add? If you want to be heard, you can be heard. Mr. Rosarbo? MR. ROSARBO: Yes, Your Honor. The reason why I think that is relevant is, the nature of how I met Patty Cosentino --THE COURT: It's not relevant. It's just not relevant. It's not about how you met. It is prejudicial. This case is not about sexual harassment; it's not about in-office relationships, it's not about having a child

outside of marriage. It would not make any of the facts about the fraud, the interference with economic advantage or duty of loyalty any more probable. It's not even a close call, actually.

MR. ROSARBO: All right. How about when that came about, that she was pregnant, and we were told to -- she used to sit right next to me, and we were told to, like, not even hear that she was an employee, to freeze her right out.

THE COURT: That is absolutely irrelevant to the claims that he has filed against you for fraud, interference with economic advantage, and breach of the duty of loyalty stemming from the kickback scheme and the distribution scheme. It's just not relevant, and I'm keeping it out of the case.

Similarly, the same ruling with respect to Mr. Occhifinto's wealth or lack of wealth: It's not relevant. How much money you have or you make now is not relevant. The fact that you've had a bankruptcy is not relevant. What's relevant is fraud, the civil conspiracy, the breach of duty of loyalty, and your defenses to that.

MR. ROSARBO: Okay. So how about Mr. Occhifinto, while I was in bankruptcy, going into my Bankruptcy Court and intimidating my bankruptcy people?

THE COURT: It's irrelevant. It's not part of this case.

MR. ROSARBO: What I'm trying to say is, we could have had this trial already in Connecticut with -- I could have had representation, with a judge, and the case would have been over. So, as far as they were concerned, that couldn't happen because they came up with some bogus complaint about, the people would have to travel to Connecticut. Well, his main witnesses are from Wisconsin and California.

THE COURT: It's irrelevant to this case. This case is not about the Bankruptcy Court. It just isn't.

This case is about what happened from 2000 to 2006 at your workplace.

MR. ROSARBO: You're absolutely right, Your Honor. What I'm trying to say is, Bob Occhifinto's pattern and character is consistent with his criminality of many years that go on and on and on. He hasn't changed his tune. He's been like this for an extended period of time. He's continually in litigation, and he doesn't have any loyalty whatsoever except for himself, and he starts out making out that he's your friend until he feels that, you know, he doesn't need you anymore, and then he just throws you to the wayside, and then also he harasses you. He's harassed me ever since I got into this case. He didn't belong in my Bankruptcy Court.

THE COURT: Sir. Sir, listen: This is what you

have to understand: --

MR. ROSARBO: Go ahead.

THE COURT: -- that that is not part of this case; that the facts in this case will be -- what I allow in will be governed by the Rules of Evidence and the claims that have been asserted here.

There is no claim here for harassment. I don't think there could be. But there is no counterclaim for harassment, that you continued to be an employee and he retaliated against you. There's no sort of claims about that. So, yes, that's your view, that this is who he is, that he's a criminal, you've said it a few times, this is criminal behavior, he was a bad guy. That doesn't come in. That's not a defense to what you did. This is not about him, it's about you in this case. There is no counterclaim. It's about his affirmative claims against you.

So, what I'm trying to do is go through the motion that Plaintiff's counsel has made about what he's asking -- what's to be kept out, and I want you to understand, first, no references to the woman and the baby, or to the fact that she had a baby, or was pregnant, or had a relationship with him; two, his wealth or lack of wealth are also not relevant.

MR. PALMERONI: Your Honor, can I --

THE COURT: Yes.

"Exceptions for a Witness.

"Evidence of a witness' character may be admitted...", and that's where we get into prior wrongs and we get into crimes.

But you can't put in -- you can't just say he's a bad guy. You can't get up there and say he's a bum, he's a bad guy. You can't say it. It's not relevant, and I'm not going to allow you to do it. It's not a claim in the case.

You can cross-examine him, if you choose, consistent with the Rules of Evidence, to the extent that he says something that you believe is false, and you have a good-faith basis for saying so, you can cross-examine him on inconsistencies in any deposition or prior sworn statements. You can cross-examine him on inconsistencies in his courtroom testimony. But --

MR. ROSARBO: Your Honor -- go ahead, I'm sorry.

THE COURT: Here's what I'm not going to do. I'm not going to be the teacher on evidence. I'm going to make rulings. I'm going to make rulings on examples that are given to me.

So, Plaintiff's counsel has made a motion. I'm giving you the basis for my ruling, and when I make a ruling, that means that you cannot reference -- whatever I say, you can't reference at trial. If you do, you will be shut down on the witness stand on it. If you try to say it,

it will not bode well for you. Once I make a ruling, it governs this case.

I'm not going to help you develop what you can cross-examine Mr. Occhifinto on. That's up to you as pro ses, representing yourself, mindful of the Federal Rules of Evidence. If you try to cross-examine him on any of these topics, you will be shut down. I will instruct the witness not to answer, and I will admonish you, because I've already made a ruling on it.

If you go to some other area that isn't covered by any of these rulings, he'll object and I will say, sustained, don't answer the question, and that means you move on to another topic.

You don't fight with me. You don't argue with me. I make the rulings.

But what I'm not going to do is tell you what area you can or cannot go into. I'm going to tell you that issues like character and prior bad acts are discussed in the Rules of Evidence, and there's a body of case law that talks about it, and we're governed by law in the 3rd Circuit Court of Appeals and by the Supreme Court. That's what we do in Federal court.

All I'm going to do today is, I'm going to rule on what is in this motion.

The first one happened to be about his reference

to having had a child with Cosentino. I'm finding that is not relevant and doesn't fit into any other rule.

Reference to his wealth or his lack of wealth is not relevant.

And I'm going to move on. And I have your opposition. I hear you. I understand you're not lawyers. I want you to understand that these are my rulings, and in Federal Court, particularly now, but more so before the jury, do not argue with me. I make a ruling, you accept it, and you move on. And if I make any critical mistakes, any mistakes at all, you can take an appeal to the 3rd Circuit Court of Appeals, and if I'm wrong, they will fix it. But you're not going to be arguing with the Court in trial, and you're not going to argue with me today.

So I'm giving you a little bit of extra room because you are pro ses and you're representing yourselves. But his wealth is just not relevant.

MR. ROSARBO: I'm the last person that would argue with you, Your Honor. I don't want to argue with you.

THE COURT: Good.

MR. ROSARBO: Can I just say one thing?

THE COURT: Yes.

MR. ROSARBO: What about the meeting I had with him before any of this, and me being intimidated, and him including my wife and my daughter in this case?

THE COURT: So, listen: That's not something that's been briefed to me. I'm going to go through these motions. And when you testify, if you want to try to bring that out, I'll rule then whether I'm going to allow it under the Rules of Evidence.

MR. ROSARBO: Okay, Your Honor.

THE COURT: But I will tell you right now, things that happened after this case ended, things that happened in the workplace unrelated to these two schemes, things that happened years ago, none of that is coming in.

Now, a conversation you had with him right around the time of this lawsuit, that may be evidential, I don't know, but I'm not going to give opinions on it. I'm only going to do it when I hear the questions and I hear the proffer at the right time. Now is not the right time.

MR. ROSARBO: I understand, Your Honor. I only said it because I had to spend money to protect them from him, which they had nothing to do with the case whatsoever.

THE COURT: And that's not part of this case right now. Conversations you had with him at some point, either right before, during, or after this trial may or may not be evidential and relevant. I'll decide that at trial.

MR. ROSARBO: Okay, Your Honor. Thank you.

THE COURT: All right?

Allegations of N.V.E. hiring undocumented workers.

The immigration status of employees is not relevant to any claims or defense. It's out.

Testimony relating to N.V.E.'s trial in Michigan.

It looks like Mr. Palmeroni wants to introduce evidence that Occhifinto made an illegal offer to settle with him if he changed his testimony in an unrelated trademark infringement case filed against N.V.E. in Michigan.

Mr. Palmeroni?

MR. PALMERONI: Yes, Your Honor.

The Court should be aware that the complaint was only amended after my testimony in this case.

So, what happened was, I was subpoenaed by a law firm in Michigan, and I reported for the subpoena. My testimony was somewhat detrimental to N.V.E.'s case. I say "somewhat" because even the trial judge ruled that I had said some things that were -- could be construed as pro-N.V.E., I guess, and some things that were not pro-N.V.E.

However, he was being sued by a giant company, he eventually lost for \$12 million, and when that came up for case, we were here for settlement. I was approached by Mr. O'Connor and told that if I offered evidence against the rest of the people that were still in the case, and at that time, there was people from Texas, people from California,

and Mr. Rosarbo, if I changed my testimony in the Michigan case and if I gave them a million dollars, this would all go away. Okay?

That's relevant, because this case was brought --

THE COURT: Say that again. What was said to you?

MR. PALMERONI: Okay. So, what was said to me

was, first of all, I had to present evidence against the

remaining people in the -- still in this case, so that would

be, at that time, it was Brand Distributing out of

California, Sumicek out of Texas, Mr. Rosarbo. I would have

to change my testimony in the Michigan case to be all

positive for N.V.E. and make a long-term offer to sometime

in the future come up with, whether it's payments or

whatever, a million dollars. Okay?

I soundly rejected it, but, more than that, the reason it's relevant is, these amended charges were brought after my testimony came, and what they did was, they took my checkbook and all the stuff I turned over in discovery, and anybody I was dealing with, they brought into this case.

That was the message. The message is, if you deal with me, I'm a bad guy, you're going to be dragged through the court. And chapter and verse, that's what happened. Not to mention, you know, my wife, my sister, et cetera, and, you know, Mr. Rosarbo mentioned his family. This was done after I testified against his interests in Michigan in a case that

they appealed for years and that they lost soundly. They finally went up against someone that had a billion dollars and was able to fight them, and I'm not able to do that, but I'm certainly not going to commit perjury for anyone.

The door was open. Mr. Basil was in the room, as well as the other Defendants.

THE COURT: Okay. So I am going to exclude that evidence under both 401 and 403, and primarily under 403.

403 empowers me to exclude evidence even if it was somehow relevant and probative on some kind of point, which I'm not sure it even is. It is outweighed by danger of unfair prejudice, confusion of issues, misleading the jury, or consideration of delay, waste of time, or needless presentation of cumulative evidence.

As I said, this case is about what happened here, and to open up the door to a whole other procedure that went on for years in Michigan would unduly delay this case.

And the motion is granted. It will be kept out of the case.

Next one, the suggestion that N.V.E. improperly marketed certain products.

The reference to Black Beauties and Yellow

Jackets, that they named some of their products after street

drugs, has no relevance, and that will be kept out of the

case.

MR. PALMERONI: Your Honor. Your Honor, in this case, these are some of the items that were sold. They're saying they -- but of course, there's no records, but these were their marquee products, okay, and that goes to -- I feel it's very relevant, because the law was coming down on him. He was getting rid of these through Mr. Rosarbo. They tried to say it was Stacker 2 and all that. They don't have proof or records, nor does Mr. Rosarbo have proof or records of what was sold. But this was their biggest selling products -- these were their biggest selling products.

THE COURT: I'm granting the motion. I will -there will be some latitude at trial -- is that the official
name of the product?

MR. SAMARO: So, it was the official name of several of the products. As far as I know, Judge, none of these were involved in the overseas diversion things.

THE COURT: So here's what I'm going to do. I'm going to withdraw what I just said. I'm going to wait to see what happens at trial. If these products are the official names of products that are reflected on records for the overseas sales, either the fraud or the kickbacks, I'll take it as I see it. I'm not going to -- I'm going to wait and see how the evidence comes in at trial as to various products through the Plaintiff's case. I'm going to hold off. I'm going to carry that motion until trial.

Mr. Rosarbo, I am very impressed that you take care of your disabled relatives, including your brother, and I mean that. Taking care of family members is the most important thing we do on this earth, and I'm glad you got to tell me about it, and I will accommodate that, because I think we are human before we are anything else in this world, and certainly being a brother is one of the greatest titles you can ever have in life.

But that information is not relevant to the case here, and the jury is not going to learn about your care for your disabled brother, because that injects sympathy for you and distracts from the true issues, which are the legal issues in this case. I'm not going to allow you to reference, anyone to reference that he cares for his disabled relative.

MR. ROSARBO: Your Honor, I understand that, and that's fine. I only want to say one thing.

The whole time that I was doing my deposition,
Mr. O'Connor talked about my brother forever and a day, and
now that I look back at it, it was his way of trying to
soften me up so that I wouldn't say or do anything against
them, and then now all of a sudden, I can't talk about my
brother, because it was every day.

THE COURT: I hear you.

MR. ROSARBO: I understand. I agree with what

you're saying totally.

THE COURT: Then sit down. Thank you.

Next one, Defendant should not be permitted to testify about various matters concerning Jared Wheat.

This is what the brief says: That Wheat is an ex-con that developed an herbal supplement called StaminaRX that was marketed as a substitute for Viagra. N.V.E. manufactured this product for Wheat, and it was said to contain Tadalafil. It was raided by the FDA.

So, what are we talking about here?

MR. PALMERONI: Well, I can't speak for Mr. Rosarbo, but I'll take what I'm talking about, Your Honor.

This was -- this is endemic, or it's -- it characterizes what was going on and what's happening at N.V.E. There was all kinds of stuff being made there that was then had to be got rid of, because at that time, the FDA came with guns drawn. I was not in the office, Mr. Rosarbo was, as well as some other people. I was at Eckerd in Florida.

That being said, that is another time where there was product that was being made that shouldn't have been made. There is no proof of what -- I say Mr. Rosarbo because he handled the day-to-day, he got the product from N.V.E. There is no proof of what product he was selling or

he was taking.

THE COURT: This goes back to the initial issues.

We don't have the records. I get that. But whether or not

Mr. Occhifinto was selling products that were about to be

raided, that he was raided by the -- they were selling

products that were illegal and shouldn't have been sold, how

is that relevant to the claims in this case?

MR. PALMERONI: Because Mr. Occhifinto in his deposition testified that they never made a mistake on any labeling, that there was never any seconds, that there was never anything he had to get rid of. So that directly impeaches his testimony, because there were things that were -- he was manufacturing at one point and then had to get rid of at another point. There were things that he was making wrong. The FDA brought -- brought action against him for these things he wasn't supposed to be making. He would never take a loss on anything. So those things went out the back door.

THE COURT: Let me stop you for a minute.

If he said under testimony that, I never did anything, I didn't make anything wrong, I didn't do anything wrong, you may be able to ask him that on cross-examination:

Isn't it true that you did sell product that didn't pass the FDA?

MR. PALMERONI: That's all I'm asking, Your Honor.

CHARLES P. McGUIRE, C.C.R.

affirmative proof, and that's only because you have a good-faith basis to believe that he did something, he wasn't truthful at his deposition, in his sworn statement. I will allow that. But I'm not going to let you put in information about this whole scheme with this guy named Jared Wheat and the FDA and everything else.

MR. PALMERONI: And, Your Honor, I'm not asking for that --

THE COURT: If he said at his deposition, we were never investigated by the FDA, they never came and talked to me, and, in fact, they did, you can ask him about that.

But that's not what this motion is about. This motion is about, you're not going to put in affirmative evidence about Wheat being an ex-con and selling him a herbal supplement that was manufactured that had an illegal substance in it and he was investigated by the FDA.

MR. PALMERONI: Forgive me, Your Honor. I don't understand the difference between affirmative -- what you're saying is what I'm looking at.

THE COURT: Here is what affirmative is.

Affirmative is when you take that witness stand and you tell your story to the jury, you can't say, not only -- this is what you guys can't do. You can't say, there was no -- let's put it this way. You can talk about what happened

with respect to the distribution scheme and the fraud scheme. You can't say things like, Mr. Occhifinto had a relationship with a coworker and had a baby; Mr. Occhifinto was involved in this Michigan lawsuit, and this is what happened to me. You cannot say that he had undocumented workers in the company, that this was a crummy company, and all these other wrongs that were going on.

If Mr. Occhifinto takes the witness stand, you may be able to cross-examine him if he says something contrary to what he said in his deposition. That's impeachment. And I will help you with that. That's to impeach his credibility.

MR. PALMERONI: And that's all I'm looking for, Your Honor.

THE COURT: Well, this is not your motion, it's their motion. That's what I'm ruling on.

So Mr. Samaro is saying he wants to preclude you from talking about this whole scheme, alleged scheme with Jared Wheat and the FDA investigation.

MR. PALMERONI: But when you say preclude me, it sounds almost like I can't state my case as far as to show how products were being made that were seconds, that were overruns, that were illegal or whatever.

THE COURT: All right. Let me stop you for a minute.

MR. PALMERONI: The only relevance, Your Honor, is, it's a pattern of sidestepping the rules, sidestepping the rules, sidestepping the rules. While he's in prison, he puts in something to the DEA. The DEA rejects and finds that he lied in his submission. So, while it may not be relevant that he was in jail, their findings are relevant in that -- I mean, the jail is the time period, but this was two years before he says I started working for him, and the final ruling came a month before I started working for him, or in that time frame, and the DEA said he lied in his application. That's the relevant part. Whether it happened when he was in prison or not, that, I mean, that's just the context of what had happened.

out him being in prison. If there's any relevance that comes up at trial about the license - I doubt it - I'll hear it, but you can tell me in advance of testifying. But no reference to being in prison, and no reference to his making that application 10 years before this whole scheme. I'm inclined to keep the whole thing out.

So, let's go back to convictions, and let me tell you what the rule is.

There's a rule that addresses specifically whether prior convictions can be admitted at trial, and it's Evidence Rule 609, and this is what it says.

In general, the limitation is -- if it's more than 10 years old, it's only admissible if its probative value substantially outweighs its prejudicial effect, and that's the standard here.

So, both of these convictions were from a long time ago.

Mr. Samaro, I don't know, there was one for Occhifinto in '91 for sale of hash, and I know that he was convicted of money laundering and released from prison in 1997, and that is way more than 10 years since today at trial, it's more than 20 years since those events occurred.

The rule precludes admission of evidence unless a conviction is more than 10 years old unless its probative value substantially outweighs its prejudice.

The advisory note says it is intended that convictions over 10 years old will rarely be admitted, only in exceptional circumstances.

I should also note here that I know Mr. Rosarbo has a prior conviction. Does Mr. Palmeroni?

MR. PALMERONI: Yes, I do, Your Honor.

THE COURT: And here's what I'm inclined to do:

I'm inclined to keep out all prior convictions. They're all

more than 10 years old, none of them are relevant, and no

one has convinced me that, especially for drugs, the three

that are for drugs would be relevant.

The money laundering is a closer call because prior crimes that involved a dishonest act or false statement are always admissible, at least on cross-examination of a party.

I haven't seen any law that says that money laundering falls within that, and I've seen cases to the contrary. If I'm convinced between now and court that that is not the case, I'll reconsider that.

But as of right now, I'm not satisfied that, convinced that anyone's conviction should come in. They're all long ago, they're all dated, and it's a high burden to convince me when the law says substantially outweighs its prejudice. It's very prejudicial to hear that there have been prior convictions. There are drug sentencings, drug convictions.

I take it -- I know from Mr. Rosarbo, I'm not sure about Mr. Palmeroni, but I'll let you be heard on it before I make my final ruling.

MR. PALMERONI: The only thing I have to say, Your Honor, is, as far as the 10-year part, because this case has stretched out 13 years, I don't think that was in the spirit of what they were talking about.

He is saying that in '99, I did this; 2000, I did this. He was released from prison in '96, when the 10 years starts, even if he was convicted in '94. So I don't think

this falls within that. If this case went on another 15 years, this gentleman is bringing a case, saying, this happened at this time, okay? That's what he's saying. So just because the case stretches --

THE COURT: That's your interpretation of the rule. The rule doesn't say that. It's not 10 years from the time of the events that give rise to the lawsuit; it's 10 years from the time of trial. And it's more than 10 years. That's the rule.

So, it's a good ruling, because your conviction gets kept out as well.

MR. PALMERONI: Your Honor, I was convicted at 19 years old, and it was for marijuana, and if we need to bring that in in order to bring --

THE COURT: It's out. It's completely out. It's out. It's not even close.

MR. SAMARO: I just wanted to say, Your Honor, that we also moved to exclude the prior criminal history of a fellow by the name of Art Prindle, who is a witness in the case, and it's in our papers. And his conviction is also for drugs, hashish or something, and it's also more than 20 years old.

THE COURT: The same rule will apply to everyone, unless I'm convinced otherwise, and unless there's some change at trial.

I think I made clear that the counterclaim evidence is out.

And in terms of, like I said, to the extent that

-- I'm going to allow you some room on your defense, and
your defense is, Mr. Occhifinto was well aware, was selling
me secondary and expired product, and that was what we were
selling, I will allow you to go into that.

If there are any other issues that you need me to address as you prepare for trial, we're going to talk about it again when we have our conference call -- what date is it, on February 24th? No, we're talking on March 10th, correct?

Do you want to do it in person on March 10th? Or no? You tell me.

MR. PALMERONI: For me, phone would be better,
Your Honor.

THE COURT: We'll do it by phone, then. All right? Because we're going to talk about the trial date, and if there are any other evidence rulings that you want to address, I need to know in advance, and you've got to send me a letter. But I expect to talk about the trial date.

I also expect to talk about the protocol for direct examination of the co-defendants. It may be -- you're going to have a joint -- right? You're both going to be pro se? No?

MR. PALMERONI: We're both pro se, but we're not joined in any way, shape or form, Your Honor.

THE COURT: Okay.

MR. PALMERONI: He's only on part of the suit.

He's not even part of the kickback scheme. And he's introduced stuff against my interest.

THE COURT: Got it. I hear you.

So, if you want to send me a submission before

March 10th about how you wish to proceed, you can do so.

We'll talk about it on March 10th. Mr. Samaro can submit

something to me as well, meaning how you're going to tell

your story to the jury. How you are cross-examined by

Mr. Samaro will be based on -- he's a lawyer. He will

cross-examine you consistent with the Rules of Evidence, and

I will jump in if I believe that he is crossing a line.

And when you cross-examine witnesses, I will give you some latitude because you're pro se, but you're going to have to ask leading questions on cross-examination, which means questions that suggest an answer, but I'll give you a little bit of latitude on that because you are a pro se.

But the difficult part is your direct of yourself, because, as I said, I'm not inclined to have you just do a full narrative. I may ask you to think about giving written questions in advance, either I can ask you or my staff can ask you or you can ask yourself, so that there is some

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organization to your direct examination, and it will also help quide you for you to tell your story as a Defendant. And if there's something as you want to tell your story and you write out the questions, which you should do before we meet again on March 10th, and there's an area that you think you want a ruling from me about, can I go into this or can I go into that, that will prompt you to think about it, and you can raise that with me and explain to me why it may be relevant and why you should be able to explain something. You can't talk about the baby, you can't talk about the alleged illegal hires, but there may be some other issues relating to Mr. Occhifinto that you may want to raise or a story you may want to tell, and you can ask me for a ruling about that on March 10th. You can ask me any time; you can do it at the end of the day, before the day begins, because my goal at trial is to make sure it goes as smoothly as possible for the jury and they don't get bogged down in a lot of conferences and a lot of objections, because then they are not, you know, they're not going to be happy, and I want to, you know, keep their volunteer time to a minimum.

Do you have any sense, Mr. Samaro, how many witnesses you're going to have?

MR. SAMARO: Probably in the nature of -- I should say in the realm of five. Depends on what happens.

THE COURT: Okay. Do you have any sense of how

many trial days you'll need?

MR. SAMARO: So we talked about this being a 10-day trial total. I think that's probably -- probably longer than we need.

THE COURT: Okay.

MR. SAMARO: But, you know, it's a fairly complicated case.

THE COURT: Okay. So here are some other things
I'm going to need from you.

I need a neutral statement of the case. You can send it to your adversaries. A neutral statement is something we read to the jury to tell them, this is a case in which N.V.E. and Occhifinto allege X, Y, and Z; Defendants deny the charges. Very simple, so we can read it to the jury, in case they know any of you personally, they heard of the drug, you know, they were in litigation against the company - something that would prevent them from serving impartially as a juror.

So I need a very short statement. You can send it to them.

I also need before trial -- you can get that to me before the March 10th conference call.

I also need jury instructions, and if you could get those to me, and, of course, send a copy to Mr. Rosarbo and Mr. Palmeroni.

And there's a third thing I need: A copy of all exhibits you're going to use, and expert reports, and that goes for Defendants.

Are there any exhibits you're going to be using and entering at trial?

MR. PALMERONI: There are a few, Your Honor.

THE COURT: So make copies.

MR. PALMERONI: Um-h'm.

ones that were identified in the final pretrial order, and make copies -- come to trial with a copy for the Court, a copy for the Court Reporter, and a copy for Mr. Samaro, and one for yourselves. You should have four copies of every document. If he already has the document in his list -- he's going to give me an exhibit book by the 10th and have them sent over. If they're already in exhibit books, you can just use those as exhibits. You don't have to have your own exhibits.

If they're going to move an exhibit in and it's in your book, I'll allow them to use it, as long as they've identified them as exhibits.

I think that's it.

Is there anything else?

MR. SAMARO: Well, Your Honor, so, you talked before about us sending you the deposition pages that we

THE COURT: I need line and page numbers. This is what you have to do. You have to prepare for trial. March 10th. If you don't submit to the Court -- we're going to do this in person on March 10th. There are too many issues now, and I want to make sure we're here to go over everything together. March 10th will be in person, unless Mr. Rosarbo cannot be here because of his brother.

MR. SAMARO: Is that going to be also at 4 p.m., then?

THE COURT: That will be at 3 p.m. All right?

I'll do an order that you'll get.

And by March 10th, you have to give me a list, because, if things go as planned, the trial will be in two weeks after that. I want a list mailed to the Court, just like you did the last time, of all the pages you wish to read in on depositions. It has to be relevant. Remember, you can call Mr. Occhifinto in your case if you want to. If you want to -- you may be allowed to use some or all of his deposition, or not all of it, and you can tell me what pages you want to read in. But I have to have a list of those so Mr. Samaro can look at them and decide whether he has any objections. All right?

MR. SAMARO: Your Honor, also, would you like a verdict form?

THE COURT: Yes. That was the other thing. I

need a verdict form. That goes hand-in-hand with the jury instructions.

MR. SAMARO: And the voir dire?

THE COURT: Yes, that's what I was thinking. I couldn't remember. Voir dire. I have the general voir dire questions, so I'll use the standard ones that I use in all my cases. If there are any additional ones that you think should be given in this case -- in other words, there are standard questions that I use to question the jury. We'll have jury selection first, it will probably take a day or two, and they will be asked questions: Do you know any of the witnesses; do you have -- you know, any questions that are designed to see if the witness has any bias. I'll ask them -- they'll hear your names, they'll see you, and if they know you personally. There may be some additional questions that you want to ask the jury that are relevant to bias. You can send those to me before March 10th as well.

MR. SAMARO: There was also a motion, Your Honor, to strike our expert, and that expert is an economist.

THE COURT: Yes.

MR. SAMARO: And also, a motion by Mr. Rosarbo to have his deposition stricken, and, finally, a motion to dismiss the entire case.

THE COURT: Okay. The motion to dismiss the case is denied for the reasons set forth in my summary judgment

opinion. It's going forward to trial.

In terms of the expert, I did take a look at N.V.E.'s expert. It's an economist.

I'll hear first from Mr. Samaro on that point.

MR. BOYAN: Thank you, Your Honor. I'm actually going to address this one.

THE COURT: Okay.

MR. BOYAN: And I just want to correct one thing. He's actually a forensic accountant, Mr. Neier.

THE COURT: Okay.

MR. BOYAN: And we have called Mr. Neier to offer expert testimony. We set forth the reasons in our opposition as to what things we're going to have Mr. Neier opine on in his testimony, and, you know, in summary, we believe that we can meet all three of the requirements of the <a href="Daubert">Daubert</a> standard.

The first would be, is Mr. Neier qualified to serve as an expert.

We feel that he is well qualified. We submitted a copy of his CV and also set forth a narrative of his experience in our opposition papers. He has significant experience. He worked for the Morris County Prosecutor's Office for a long career, rising up in the ranks there.

After that, he joined Sobel & Company, founding their litigation and forensic accounting practice there at Sobel.

He has obtained several degrees relating to forensic accounting and certifications. He has taught for the National White Collar Crime Institute, Seton Hall School of Business, N.Y.U. School of Law, several other places.

He has testified in other cases throughout

New Jersey and in other locations. He's also testified in
arbitration matters and before other panels and tribunals.

So he has lots of experience as a forensic accountant, and we believe that he is eminently qualified to serve as an expert in forensic accounting in this case.

Mr. Palmeroni doesn't dispute his qualifications in his motion to exclude Mr. Neier's testimony. He just notes that he has a long, a lengthy CV.

As to the second aspect of the <u>Daubert</u> standard,
Mr. Neier's testimony is reliable. His testimony is
reliable because he relied on the Defendants' own records to
support the conclusions that he made. We obtained by
subpoena bank records from the banks that the Defendants
used, Bank of America, Lakeland Bank, several other banks,
and obtained their statements for these companies that they
set up, and went through all those. We also obtained copies
of all the canceled checks that went through all those
companies, and we obtained tax records from the companies
and from Mr. Palmeroni individually. Mr. Neier took all
that information from the Defendants and compiled it and

summarized it into a more understandable forum. He summarized the payments that were made to the Defendants' companies from these -- what we call conspiring brokers that were N.V.E.'s customers who were buying the product from the Defendants' companies at a lower price; we have, you know, volumes of checks from these companies. He has listed the amount that they paid to the Defendants' companies, and shows how much they received. He also shows how much they paid N.V.E. for this product that they were doing, and from that, he was able to calculate damages based on a disgorgement method of calculating damages. He looked at the total amount that the Defendants' companies paid to N.V.E. and the total amount that they received, and the difference between that is the profit.

THE COURT: So let me stop you for a minute.

I'm looking at his report on page 11 and 12.

MR. BOYAN: Yes, Your Honor.

THE COURT: And he talks about, it's not disgorgement as the remedy, it's the lost profit to N.V.E.

MR. BOYAN: He does reference lost profits in his report, Your Honor, but he also says that the primary -- to get later on into his conclusions, the primary method that he used, starting on page 17, there's a description of the economic damages. He says that he considered two separate economic theories, lost profits and what he calls unjust

enrichment or restitution, what we would refer to as disgorgement, and he says that, you know, while the lost profits may have, you know, provided another measure of damages, he's relying exclusively on restitution damages in this case because it's much more clearly supported by the records that we have.

The records for the restitution part of it are crystal clear. We have Defendants' own records, their bank statements, their checks, their tax returns. From that, there's really no dispute that neither of the Defendants have disputed the authenticity or accuracy of any of those records.

THE COURT: The records meaning how much money was in the account of their company.

MR. BOYAN: How much money was in?

THE COURT: Given to, was it Smart World (U.S.)?

MR. SAMARO: Smart World (U.S.), yes.

THE COURT: That's the disgorgement amount;

correct?

MR. BOYAN: It's a little more complicated. They used several other companies as well. They used Smart World (U.S.) to purchase the product from N.V.E. because it was the same name as a company in the Netherlands, Smart World (Netherlands), but then they also used several other companies, American Wholesale Distributors and VAR, which

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shipped to a warehouse.

89 was Mr. Rosarbo's company, to receive the payments from the conspiring brokers. They didn't have the conspiring brokers pay Smart World (U.S.) directly, they had the conspiring brokers pay these other entities, and then the other entities were funneling --THE COURT: Are you talking about -- I'm talking about the distribution scheme. MR. BOYAN: This is the distribution scheme. THE COURT: Okay. MR. SAMARO: You're saying brokers. You mean distributors. THE COURT: Yes. MR. BOYAN: Distributors. I'm sorry. THE COURT: That's okay. MR. BOYAN: Sorry. But the money would flow to these other entities, VAR and AWD, from the distributors, who were buying this product from the Defendants, and then they would funnel it back into Smart World (U.S.) so Smart World (U.S.) could continue to buy more products from N.V.E. THE COURT: From N.V.E., or from N.V.E. Europe? MR. BOYAN: There is no N.V.E. Europe. They were buying them from N.V.E. and saying that the products were

being shipped to Europe, where they were actually just being

THE COURT: Got it.

MR. BOYAN: His records also show the bribes that they were paying to the people who actually ran Smart World (Netherlands), that as part of this scheme, in order to use Smart World's name and to continue the scheme, they had to pay bribes to Smart World (Netherlands), and they showed wire payments to another company owned by the actual owners of Smart World (Netherlands), TNJ Limited, and they were wiring money to their account in Gibraltar to basically keep them happy so they would not report on this scheme back to N.V.E., and they wired large sums of money to this TNJ Limited. Mr. Neier talks about that in his report as further evidence of this scheme.

the disgorgement theory, but we go back to the lost profit theory for the distribution scheme, and on page 10, the expert says, "In document production, we identified 27 invoices from 2005 to 2007." So he only has a two-year period, and then he said, on page 11, "The only Smart World (U.S.) invoice available to us from '05 to '07 was Smart World was purchasing Stacker 2 and 3 Ephedra-free products from N.V.E. In early 2004, Ephedra was banned in the United States. While we were not provided with Smart World (U.S.) invoices prior to '05, we did receive copies of domestic distributor invoices from 2002 to '3, which indicate that

N.V.E. was selling Stacker 2 and 3 with Ephedra count bottles for 3.77, the same price that Stacker 2 and 3 was out of Ephedra."

So, how does he know the quantity that was sold?

In other words, he has random invoices, and he has -- since they're random, he only has a handful that -- how do we know that that invoice indicates a constant price?

On page 12, the second paragraph, he states: "We determined that from '01 to '03, the market between the international and domestic prices was 91 percent. Because of the average of the pre-Ephreda ban and the post-Ephreda ban rate, we determined it should have been paid for products."

So how do you come up to that amount? In other words, he doesn't know how much of the product was sold. He has random invoices over the 2005 to '07 period. He has invoices for -- 27 invoices, and from that, how does he get how many were actually sold?

MR. BOYAN: We're not relying on that information. That is background. He was saying it as an example because there are incomplete records. Based on the records we did have, he wanted to show kind of average prices that things were --

THE COURT: But I'm looking at total.

Look at page 12. He has a table four. We know he

has records for '05, '06, and '07, he has random records, and he looks at what was actually paid and what was actually paid to N.V.E. and the payment at domestic rates.

How does he know -- if he only had random -- I understand the markup, and I understand the difference. How does he get the 524,016?

You'd only know that if you know the amount of product that was sold.

MR. BOYAN: Your Honor, yes, I think that they based it on the amounts that Smart World (U.S.) was paying to N.V.E. for the products, so they -- I believe that he was -- we know that much, how much they were paying in checks to N.V.E., and he said --

THE COURT: Who was paying N.V.E.?

MR. BOYAN: Smart World (U.S.).

THE COURT: Was paying to N.V.E.

MR. BOYAN: N.V.E., yes, to purchase products. So if they said they bought \$100,000 of product, and based on the average price per bottle, he would say that that was roughly, you know, how much they would have been able to make on that same amount of product if it was sold at the actual price.

But, you know, but we're not relying on this as a lost-profit method of damages.

THE COURT: So why is it in here?

MR. BOYAN: I think that it was for completeness.

We're not going to offer any opinion testimony from

Mr. Neier on that.

THE COURT: So you're not relying on this at all.

MR. BOYAN: Not the lost-profits theory as a

measure of damages.

THE COURT: Are you relying on it for any other purpose?

MR. BOYAN: Relying on what for any other purpose?

THE COURT: The lost profits.

MR. BOYAN: I think we would generally introduce evidence, it doesn't necessarily have to be through Mr. Neier, that what some of the invoices show the product was being sold for at that time, what the average price was to domestic --

THE COURT: To what end? In other words, you say, we may want to use it like -- so you only get to testify at trial on a damage theory that -- you don't get to testify about anything in your report. So if he's only going to testify at trial about a damage theory based on disgorgement, the money that went into the U.S. company that you got records on, what is the relevance of through this witness putting in some random -- you can put it in through Occhifinto, probably, as background, what he was selling things for generally to understand the scheme, because you

have to educate the jury as to what the fraud was. The fraud was, you were buying it through this company that had the same name as the European company and then you were reselling it; right? So you could explain the scheme and you could show that through invoices, but I'm not sure you're going to get into it through the expert if he's only going to offer a disgorgement theory. Because, frankly, the lost-profit theory is a little bit -- is tenuous, because you don't have the documentation. You're making a lot of assumptions that are really not based on evidence.

MR. BOYAN: I understand, Your Honor, and, yes, we are proceeding on the disgorgement method, and I agree that we can get that evidence of pricing through fact witnesses, so it may not be necessary to get it through Mr. Neier. We can have him focus on calculation of damages and calculation of the amounts.

THE COURT: And I'll make one other point, and this is about opening the door, because once any witness is going to testify about 26 invoices, it opens the door to, where are all the other invoices, which you're going to have to explain anyway. I mean, there's no other way around it, unless you say, we're not going to mention anything about invoices. You can't explain the fraud without explaining the invoices. Once you explain 27 invoices, you open the door to, where are the other 5,000 invoices.

So it's in. Whether or not I allow an adverse inference doesn't really change the issue of that you're going to have to explain it, because it really goes to the scheme and why you don't have documents to show every bit of the scheme, and also if you want to get in those documents through your client.

So would I be correct in striking -- or you're withdrawing that part of your expert report that deals with lost profits?

MR. SAMARO: Absolutely, Your Honor, yes.

THE COURT: Okay. That simplifies a lot of things for trial.

And anything you want to -- because that was the only thing that gave me pause in this expert report, the lost profits.

And since that is now withdrawn, that they're only relying on disgorgement and profit, I'm satisfied that this expert preliminarily is sufficient under <u>Daubert</u> in terms of being reliable. He certainly has the credentials. It's reliable insofar as he looked at records of profit, and it has a fit to the damage theory in this case.

But I'll hear from either side, both Defendants, before I make a ruling.

MR. PALMERONI: All right. So if you'll allow me to ask the question, there are two theories, from what

you're telling me. One is lost profit, and one is disgorgement.

Lost profit is out.

Disgorgement would be -- would be -- the theory would be, they have to prove exactly what?

THE COURT: Disgorgement is an equitable remedy that says the person that received the value of the fraud should be disgorged of that amount.

MR. PALMERONI: Okay, and how do we assess -again, the records are incomplete. There's no Ephedra
records. We have no records of what it was going to -- we
have no records of how many items were sold, we have no
records of what items were sold, and he says in here that he
leaned a lot of it on testimony from -- or from dealing with
Mr. Jensen, who was not there at the time.

THE COURT: Let me stop you for a minute.

MR. PALMERONI: Sure.

THE COURT: He is not going to testify about lost profits anymore. He is going to testify about disgorgement, meaning how much money went into Smart World and American Wholesale Distributors and VAR Consulting and NRGC. That's on page 13 of the report. That's money that he says is ill-gotten gain of this fraudulent distribution scheme. That's his theory, and it's based on looking at those bank records, looking at the checks that went there, and assuming

that, making an assumption that those records are -- those checks that went to those four entities were ill-gotten gain from the distribution scheme.

You're correct, they don't have all of the invoices of the sales. But he's not looking for a difference between what the company would have made and what the company -- and the lost profits that it didn't make, because these profits were diverted elsewhere to these other four companies.

So, this, what you're really alleging is, what you're really saying is, the money that was in, for example, the 1,614,000 was not the result of this distribution scheme; this was a result of the fact that I was selling secondary and expired product with Mr. Occhifinto's consent, and that money went into Smart World. That goes to weight of the evidence, and you can cross-examine him on that and say, how do you know that that money was an ill-gotten gain? You can probe that topic. And that goes to credibility and weight. It doesn't go to admissibility.

Daubert means, does he have enough qualifications, is his methodology reliable enough that he can testify as an accounting forensic expert about the loss. I am satisfied that he does. But it doesn't mean that you can't cross-examine him at trial as to the veracity or the strength of his opinions, whatever your defense is. You

know what your defenses are. Whatever money that was in those accounts are not the product of ill-gotten gain, they're the product of something else. You can ask him about that. That's cross-examination. That's challenging the credibility of the witness' conclusions. But I'm going to let him testify as a threshold matter. All right?

MR. ROSARBO: Your Honor, I heard everything that he said. I have no problem with any of that, his qualifications, any of that.

The one thing that I believe is important in this case is, all of that makes sense if you have a product, like a Bayer aspirin, that's going to be sold forever. We were in a situation where this product was going to be closed in a very, very short time. Everybody knew about it, and all — the only thing on Bob's mind was to get rid of all his Ephedra products.

THE COURT: Let me stop you, Mr. Rosarbo. I have to stop you, because we're not going to do this. I made a ruling, and it's done. I'm giving you a little bit of latitude because you're pro se. This is not how it works. The Court makes rulings, we move on. We don't then argue it. I gave you the reasoning.

You have a different theory. Your theory is, we weren't doing this, we didn't set up a company with the same exact name called -- whatever the --

said that already. But I'll give you a chance to be heard in court.

When I make a ruling, it's over, and we move to the next issue.

MR. ROSARBO: All right.

THE COURT: There's an issue about your deposition. You want it stricken, the whole deposition.

MR. ROSARBO: Well, I never got to see the whole

-- I was under the impression that after my deposition, I

had a certain amount of time to see the deposition, and if

there was something there that I didn't agree with, I could

have explained that, or counteracted it, let's put it that

way.

I never got to see my deposition until -- I don't even know when I got to see it, and the trial was -- I mean, not trial --

THE COURT: When was your deposition taken?

Here's what you can't do. You can't change your

deposition transcript. You're allowed to correct a

typographical or an inaccuracy that the reporter is taking

down. If you said, my name is Vincent P. Rosarbo, and they

only put Vincent Rosarbo, you could say, I said P, I want it

put in, and maybe the Court Reporter missed it. I live at

50 Main Street, and he put 500 Main Street; that's a

correction. If he took down an answer wrong or you asked

the question wrong, you can ask that your notation be attached to the deposition. It's not an opportunity to change your deposition testimony, it just isn't. It's to correct a mistake, like a mistake that the Court Reporter made in taking down your information.

MR. ROSARBO: I guess what I'm trying to say is, am I going to be allowed to say that I had meetings with him before the deposition, and I was intimidated, nervous, scared, whatever, naive? Am I going to be allowed to say that so the jury understands exactly where my head was at during that time? Because that's what happened.

THE COURT: So, Mr. Samaro, I'm sure if he wants to say that, he can say that.

MR. SAMARO: Your Honor, it's fine with me. If he wants to say that it wasn't his real testimony because he was coerced somehow, that sounds fair to me.

But it's why I think in this particular case especially that we're interested in showing the jury the whole deposition, not everything, but a lot of it, because, when you read the text, you'll never believe what he's saying right now. He fights back and, you know, it's just not the testimony of somebody going through that. So he can say that --

THE COURT: I'm sorry, when was he fighting back?

At the deposition?

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MR. SAMARO: Yes. So at these depositions, the first day was -- was calmer than the other days, but he was not at all cowed or acting coerced or toeing the party line or anything like that. This was the testimony -- and in the beginning, he was specifically asked, you're not here with a lawyer today; do you think you need a lawyer? You're voluntarily deciding to go forward anyway. THE COURT: I hear you. MR. ROSARBO: I don't remember that. I'm sorry, Your Honor. THE COURT: What I need to do is, before -- I'm going to hold on it. I want the deposition transcript of Mr. Rosarbo. Mr. Rosarbo, this is an issue that's been raised. MR. ROSARBO: Just one thing, Your Honor. He wasn't at the deposition. MR. PALMERONI: He wasn't even at the deposition. MR. ROSARBO: So I don't know how he can say that. MR. SAMARO: I have the transcript. MR. ROSARBO: But he's talking about my mood, my this, my that. He wasn't there. He didn't see anything like that. He's just going by words. That's all. He can make a story about anything in words. THE COURT: Do you have a copy of it? MR. SAMARO: We filed it, Judge, with these

motions.

THE COURT: The whole deposition, all pages?

MR. SAMARO: Yes. All pages.

THE COURT: All right. So here's what I'm going to ask you to do. Can you provide them a copy of the deposition?

MR. SAMARO: Of course, Judge.

THE COURT: Do you have a copy of your deposition?

MR. ROSARBO: Yes I do, Your Honor.

THE COURT: You have it. I'm going to read yours, and I'm going to revisit this issue after I read it in detail.

Certainly you can say, I was coerced; I was intimidated; he was my boss, I worked for him, and I was nervous, and he put a lot of pressure on me, and he intimidated me.

What you can't say is, and he was a criminal, and I thought he was going to hurt my family.

You can say, I was worried about -- you know, if he made the threat to you at any time, that's a truthful statement, if you want to say it under oath, you can, but what you can't do is violate any of my other rulings. You can't say, he had a baby out of wedlock; he was a bad guy; he hired illegal aliens, and he had a criminal record.

MR. ROSARBO: I understand, Your Honor.

THE COURT: If you want to truthfully say that he threatened you, and that's your truth, and you're going to say it under oath with your hand on the bible or under affirmation, you can say that, and I'll give you room to explain if you want to -- if you are now going to say you didn't give truthful testimony at your deposition.

But the jury will see your deposition. If you're going to disavow the whole deposition, they probably will see the whole deposition, and they're going to hear how you testify into court.

MR. ROSARBO: That's fine, Your Honor.

THE COURT: So that's the general ruling that I will tell you.

MR. ROSARBO: That's fine. That's fine, Your Honor.

THE COURT: All right. Anything further?

MR. SAMARO: Not on our side, Your Honor. Thank you.

THE COURT: So, before our meeting, which is going to be in person in March, we still have a couple of things to get ready for.

Last, Mr. Rosarbo has a personal issue with his brother, and he will send me a letter or call at least a day or two before, and we'll do it on a day that works.

But I expect to get the protocol for the direct

exam.

I ask Mr. Samaro to get jury instructions, the neutral statement, and the voir dire questions to your adversary in advance of March 10th, or you can bring them to court on March 10th, and a copy of the exhibit books, and then we will -- I'm trying to think. Is there anything -- you know what? I've changed my mind again. We're going to do it by phone on March 10th. You can submit all these things to me in advance; no reason to bring everyone in. We can talk about the protocol for the direct exam right before we start trial.

All right.

MR. SAMARO: Your Honor, we would also do a trial brief to support the jury charges, and the pretrial order suggests or has a deadline for supplying that. Would you like one as well?

THE COURT: Yes. March 10th, if you want to give me a trial brief. I don't really need it, but it's always welcome.

MR. PALMERONI: Your Honor.

THE COURT: March 10th, by phone, and Mr. Samaro will initiate the call. So before leaving, give him a copy with your phone numbers.

THE COURT CLERK: What time, Judge?

THE COURT: Three o'clock.

Yes.

MR. PALMERONI: Just so I have clarity, my motion to dismiss, it was dismissed on what authority?

THE COURT: I granted the summary judgment motion, and once I granted summary judgment and found that there was a fact issue, it's inappropriate until the end of the Plaintiff's case to make a motion to dismiss the case.

There's no authority for it. I found that there was a fact issue.

MR. PALMERONI: Okay, because I had gone into jurisdiction.

THE COURT: Remind me what the issue was.

MR. PALMERONI: When they brought the case, they had brought it under 1331, 1327, 1364, and these all had --

THE COURT: I have the issue now. I'm sorry. I neglected to deal with your motion.

You argued to the Court subject matter
jurisdiction, and I know there's a RICO claim at some point,
but, nonetheless, there still remains complete diversity
among remaining parties. As such, the Court has subject
matter jurisdiction. Plaintiff N.V.E. is a New Jersey
corporation. Mr. Palmeroni is a domiciliary of
Pennsylvania. Mr. Rosarbo is a domiciliary of Connecticut.

And Mr. Occhipinto is a resident of New Jersey?

MR. SAMARO: Yes.

1 THE COURT: Okay. So there's complete diversity. 2 The amount in controversy exceeds \$75,000. To the extent 3 that diversity did not exist at the time the complaint was 4 filed, it is irrelevant. The Supreme Court has explained that diversity 5 defects can be cured by dismissal, can be cured by 6 dismissal, does not destroy diversity. Here, Defendants 7 that may have been New Jersey domiciliaries for diversity 8 9 purposes have been dismissed, and only Palmeroni and Rosarbo 10 remain, so there is diversity between the parties right 11 now. All right? 12 Thank you. MR. SAMARO: Thank you, Judge. 13 14 THE COURT: All right. 15 THE COURT CLERK: Court's in recess. 16 (Matter concluded) 17 18 Pursuant to Section 753, Title 28, United States 19 Code, the foregoing transcript is certified to be 20 an accurate record as taken stenographically in the above entitled proceedings. 21 22 23 24 s/CHARLES P. McGUIRE, C.C.R. 25